

Business Sense: To Bid or Not...that is the Question

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You see an opportunity...

- **An Invitation for Bid (IFB)/Request for Quote (RFQ)/Request for Proposal (RFP) is in your inbox**
- **Examine Sections B and C**
 - How close do your goods or services match up?
- **Examine Section L**
 - Consider the time, effort, and quality required to respond
- **Examine Section M**
 - What are the evaluation factors?
 - What is the weighting of these factors
 - Can you be competitive...BE HONEST!!!

The Answer is YES!!!

- **Assemble a proposal team**
 - How long will it take?
 - What is the projected award date?
 - What's the track record of the agency?
 - How much will it cost to play?
- **Federal past performance**
 - Do you have a track record?
 - What does CPARS/PPIRS/CCASS say about you?
- **Do your research on the selecting organization**
 - Do you have any business relationships with them?
 - Are you a good fit?

The devil is in the details...

- **Type of contract - -Firm Fixed Price, Cost Reimbursement, etc.**
 - Measure your performance risk
 - Perform in a quality manner at a reasonable price and make a profit?
 - Financing considerations
- **If cost reimbursement**
 - Cost Accounting Standards
 - accounting systems and audits
 - indirect rates
 - certified cost and pricing, etc.

More devil is in the details...

- **Are there factors that will put you out of competition?**
 - Adequate labor pool?
 - Supply chain considerations?
 - Delays - - Weather, supply, etc.?
 - Location, location, location
 - Profit rate?

Pursue the dream...

- **Be honest in your assessment of the package**
 - Have you addressed all requirements of Sections B and C?
 - Are you in compliance with Section L?
 - Have you self-evaluated yourself under Section M?
- **Check, double check and have someone independent review your work**
- **If all is still good, then submit your effort**
- **Get ready to perform your best when you win**
- **Success breeds success - - Be in it to win it**